

Message Text

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PAGE 01 CAIRO 00310 101245Z

46

ACTION SS-15

INFO OCT-01 NEA-10 ISO-00 EB-07 COME-00 AID-05 CIAE-00

INR-07 NSAE-00 SSO-00 /045 W
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R 101130Z JAN 76

FM AMEMBASSY CAIRO

TO SECSTATE WASHDC 9103

C O N F I D E N T I A L CAIRO 0310

FOR UNDER SECRETARY ROBINSON FROM AMBASSADOR

EO 11652: GDS

TAGS: BEXP EG

SUBJECT: CHEMTEX/DUPONT INTEREST IN POLYESTER PROJECT

REF: STATE 006685

1. MEMBERS OF MY STAFF AND I HAVE WORKED CLOSELY WITH CHEMTEX/DUPONT REPS IN CONNECTION WITH LATTER'S UNSUCCESSFUL PROPOSAL FOR POLYESTER FIBRE PROJECT. EGYPTIANS CLAIM FRENCH COMPETITIVE PROPOSAL WAS TECHNOLOGICALLY SUPERIOR; DUPONT CONTENDS ITS TECHNOLOGY IS MOST MODERN IN THE WORLD TODAY. AS A LAYMAN, I AM UNABLE TO JUDGE, BUT GIVE DUPONT THE BENEFIT OF THE DOUBT. I SHARE CHEMTEX/DUPONT VIEW THAT CONTRACT WAS GIVEN TO FRENCH FOR POLITICAL REASONS, ALTHOUGH MIN INDUSTRY SHAHIN HAS STOUTLY DENIED THIS TO ME.

2. CHEMTEX/DUPONT HAVE COMMUNICATION THEIR DISPLEASURE TO GOE AT PRIMIN LEVEL. I HAVE ALSO TOLD VARIOUS GOE MINISTERS THAT I DO NOT BELIEVE CHEMTEX/DUPONT RECEIVED A FAIR HEARING. I HAVE CAUTIONED THAT THIS KIND OF CAVALIER HANDLING OF PRIVATE AMERICAN COMPANIES, IF COMMUNICATED BY THEM TO THE CONGRESS, COULD HAVE HARMFUL REPERCUSSIONS.

3. I HAVE THE IMPRESSION GOE HAS GOTTEN THE MESSAGE
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PAGE 02 CAIRO 00310 101245Z

AND IS NOW LOOKING FOR SOME FACESAVING WAY OF

REDRESSING SITUATION. THUS, THERE IS TALK OF GOE
WANTING A SECOND POLYESTER PLANT (WHICH IT DOES NOT
NEED) AND CHEMTEX/DUPONT REPRESENTATIVE IS NOW AGAIN
IN CAIRO TO EXPLORE CURRENT EGYPTIAN THINKING ON THE
SUBJECT. (SEE CAIRO 0273).

4. I AM IN CLOSE TOUCH WITH MCGANNON AND WILL CONTINUE
RENDER SUCH SUPPORT TO HIS EFFORTS AS IS DESIRABLE AND
APPRPRIATE.
EILTS

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NNN

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